

## Message Text

PAGE 01 STATE 039640  
ORIGIN SS-25

INFO OCT-01 ISO-00 SSO-00 /026 R

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APPROVED BY EA/J:NPLATT  
EB/OCA:AZUCCA  
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EA:EHHEGINBOTHAM  
S/S-O:SGOLDSMITH

-----019140 150343Z /66

P 150310Z PEB 78  
FM SECSTATE WASHDC  
TO AMEMBASSY TOKYO PRIORITY

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EXDIS FOR AMB MANSFIELD FROM FRANK WEIL

E.O. 11652: GDS

TAGS: APER, EGEN, JA, US

SUBJECT:TRADE FACILITATION COMMITTEE: K.S. WU

1. I AM CONSIDERING ARRANGEMENTS TO HIRE K.S. WU OF PAINE WEBBER, JACKSON AND CURTIS AS A CONSULTANT AND POSSIBLY AN OFFICER OF THE TRADE FACILITATION COMMITTEE. I DO NOT, HOWEVER, WANT TO PROCEED FURTHER WITHOUT SOLICITING YOUR VIEWS.

2. K.S.WU IS AN AMERICAN-TRAINED (YALE) CHINESE (ROC PASSPORT) WITH STRONG TIES IN THE TOKYO BUSINESS COMMUNITY. HE COUNTS AMONG HIS PERSONAL FRIENDS THE PRESIDENTS OF SEVERAL LARGE JAPANESE COMPANIES. HE IS WELL KNOWN IN THE MINISTRY OF FINANCE AND, I BELIEVE, IN MITI, AND HAS  
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PAGE 02 STATE 039640

PERSONAL CONNECTIONS WITH MINISTER USHIBA'S PRIVATE SECRETARY. HIS WIFE IS JAPANESE AND HE SPEAKS THE LANGUAGE FLUENTLY.

3. K.S. ALSO HAS STRONG TIES IN THE AMERICAN BUSINESS

WORLD, PARTLY AS RESULT OF WARBURG AND ROCKEFELLER CONNECTIONS (HE ROOMED WITH JAY ROCKEFELLER AT YALE AND WORKED FOR IBEC FOR SEVERAL YEARS) AND PARTLY AS A RESULT OF FIVE YEARS WALL STREET EXPERIENCE.

4. I THINK WU'S BACKGROUND,LANGUAGE ABILITY,PERSONALITY, AND ENERGY MAKE HIM AN IDEAL INTERCULTURAL OPERATOR, ONE WHO COULD BE AN INVALUABLE SUPPLEMENT TO THE EMBASSY;S EFFORTS TO WORK WITH THE JAPANESE BUSINESS COMMUNITY, AMERICAN FIRMS AND THE JAPANESE GOVERNMENT TO FACILITATE TRADE BETWEEN OUR COUNTRIES. I HAVE TALKED TO BOB STRAUSS ABOUT THIS AND HE AGREES. I REALIZE HOWEVER, THAT FOR HIM TO BE EFFECTIVE HE MUST FIT WITH YOUR OPERATION, AND THAT THE FACT HE IS NOT AN AMERICAN CITIZEN MAY LIMIT THE WAY HE CAN BE UTILIZED AT THE OUTSET.

5. IF YOU AGREE, AND I CAN MAKE THE NECESSARY BUREAU- CRATIC ARRANGEMENTS AT THIS END, I WOULD LIKE TO MAKE WU A PART OF OUR PREPARATIONS FOR THE FORTHCOMING BUYING MISSION. I PLAN TO BRING HIM BACK TO THE US FOR THE VISIT AND USE THE OPPORTUNITY TO LAUNCH HIM WITH JAPANESE AND AMERICANS HERE.

6. I WOULD BE GRATEFUL FOR YOUR THOUGHTS. VANCE

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## Message Attributes

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**Review Markings:**  
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